



Kentucky District Office
502.582.5971
Somerset Office
606.677.1713

STEVEN C. PRESTON
ADMINISTRATOR
U.S. SMALL BUSINESS ADMINISTRATION

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Steven C. Preston was confirmed by the U.S. Senate by unanimous consent on June 29, 2006 as the 22nd Administrator of the U.S. Small Business Administration. In this capacity, he oversees the delivery of financial and business development tools to America’s entrepreneurs. With a portfolio of direct and guaranteed business loans, venture capital investments and disaster loans worth almost \$80 billion, SBA is the largest single financial backer and facilitator of technical assistance and contracting opportunities for the nation’s small businesses.

Preston is passionate about the opportunity for relevant public service presented by the President’s nomination and the Senate’s confirmation. With almost 25 years of experience in financial and operational leadership positions, Preston is committed to serving the small business community.

In his business experience as an executive and as an investment banker, Preston has been deeply involved in small businesses and recognizes the vital role they play in society. He has worked with investors and their portfolio companies on strategic and operational issues, helped franchisees become more effective through training, funding and business process support, worked directly with small companies seeking to tap into public and private capital markets and advised friends and family members.

During the first half of his private sector career, Preston worked in investment banking and

treasury management, where he was a senior vice president and treasurer of First Data Corporation, and an investment banker at Lehman Brothers. During this period, he advised companies on strategic issues, worked with them to gain access to capital, designed complex financial risk management strategies, evaluated investments and dealt with credit issues.

Preston most recently served as Executive Vice President of The ServiceMaster Company, where he also served as chief financial officer during a period of expansion, restructuring and significant change in the regulatory environment. He worked extensively on initiatives to improve the customer experience and employee effectiveness through the use of process reengineering and technology.

He currently serves as vice chairman of the Board of Visitors for the Weinberg College of Arts and Sciences at Northwestern University, and has served on numerous boards of philanthropic and other organizations.

Preston graduated with Highest Distinction from Northwestern University with a political science degree, and received an MBA from the University of Chicago Graduate School of Business. He also has studied at the Ludwig-Maximilians-Universität in Munich, Germany.

Preston and his wife, Molly have five children and will be relocating to the Washington, D.C., area.

Coach's Corner

IT'S Q4 TIME IN KENTUCKY!

As we enter into the fourth quarter of FY2006, SBA welcomes our new leader—Steven C. Preston, SBA Administrator. As you can see from his bio (page 1 of this newsletter, Steve Preston brings a wealth of business experience and leadership expertise to SBA. SBA is indeed, fortunate to have someone of Steve's caliber at the helm and I look forward to working with him to make his vision for SBA happen.

I would also like to take this opportunity to welcome three new SBA National Advisory Council (NAC) members to the SBA Kentucky District Team. Each of these new NAC members brings an excellent background and expertise with them from business sectors of relevance to the concerns of the small business community.

Dan H. Akin, of Paducah, KY is President/CEO of DHA Consultants, a private healthcare consulting firm. Dan is a native of Kentucky and has more than 30 years of experience as a healthcare executive. Prior to launching his consulting firm, he served as President/CEO of Peninsula Regional Medical Center in Salisbury, Maryland and President/CEO of the Central Baptist Hospital in Lexington, KY. Akin holds a BS degree in Economics/Statistics from Lambuth University, Jackson, TN and a Masters degree in Healthcare Administration from the University of Minnesota, Minneapolis, Minnesota. He is also a Fellow in the American College of Healthcare Executives.

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David Hatter, of Fort Wright, KY is President and founder of Libertas Technologies, a business solutions provider focused on custom software development and products. Dave has over fourteen years of programming and consulting experience in the Information Technology business sector. Hatter holds a BS degree in Information Science from Northern Kentucky University. He has authored/co-authored 11 books in the IT domain for Pearson Education (formerly MacMillian Computer Publishing). Dave is also a four term Council Member and Webmaster for the City of Fort Wright, KY.

The Honorable Tim Couch, of Hyden, KY is a member of the Kentucky Legislature and has served as the State Representative for Kentucky's 90th District since January, 2003. He is a small business owner in the retail business sector in Hyden, KY – Hyden Grocery. His diversified background includes both marketing/sales and technical positions with companies such as FMC Corporation, Toyota Motor Manufacturing, and Shamrock Coal Company. Tim attended both Cumberland College, Williamsburg, KY and Hazard Community College, Hazard, KY majoring in Business Administration. He serves as the Vice Chairman on the Economic Development Committee.

Our new NAC members will team up with Ben Blincoe, President of Premiere Packaging here in Louisville, our long standing NAC member, and bring our NAC team strength to a total of four members. Ben has an excellent background in the manufacturing sector and has been a long time small business advocate that actively participates in finding solutions to issues facing the small business community. I look forward to working with our outstanding NAC Team as we pursue making our common vision of “ Growing Prosperity in the Kentucky Commonwealth through Small Business Ownership” happen.

I would like to thank each and every member of the SBA Kentucky District Office staff, all our collaborative lending partners, and our counseling partners at the Kentucky Small Business Development Centers, and SCORE for their outstanding contributions so far this season.

I am pleased to announce that the SBA Kentucky District's lending programs are on pace to achieve another all-time record setting season for FY2006. At the end of Q3, SBA's 7(a) program, our flagship loan guarantee product, has loan bookings running over 16 % ahead of last year's record breaking season. And, bookings for SBA's 504 Loan program product are running well over 150% ahead of last season's pace. In fact, we have already set an All-Time record in 504 lending this year and that record will only get better as we move through Q4.

We had a great Q4 effort last season. But, as we all know, last year's field goals, three point shots, and slam dunks don't win today's ball games. To that end, I would like to challenge the Kentucky District Team to turn up the gain in Q4 and make sure that we deliver record setting results across the board on our balanced scorecard here in the Commonwealth.

Please let me know if I can personally assist you in any way with this challenge.

Steve Ayers, Head Coach/ District Director
SBA Kentucky District Team



U.S. Small Business Administration
 Room 188 Mazzoli Federal Building
 600 Dr Martin Luther King Jr. Place
 Louisville, KY 40202

2006 Lender Training Schedule

Contact Phil Danhauer, 502.582.5961 x243 or phillip.danhauer@sba.gov for more information.

Date	Training Program	Presented By	Location
August 17th	Servicing, Liquidations & Guaranty Purchases	Karen Wright/Diana Hurley	KDO Seaside Room
September 21st	The 7(a) Application	Robert Coffey	KDO Seaside Room
October 19th	Loan Eligibility/Underwriting Loan Closing & 1502 Reporting	Karen Wright/Sandi Preston & Diana Hurley	KDO Seaside Room

Kentucky Small Business Days Schedule

Date	Location	Address	Contact	Phone and email
8.1.2006	The Center for Rural Development	Somerset, KY	Arch McAlister	606.677.1713 archmcalister@alltel.net

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